

MÆRSK POST

2/1998



Cover:
Container handling on KAREN MÆRSK in Rotterdam.

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At the Annual General Meetings of Dampskibsselskabet af 1912, Aktieselskab in Copenhagen and Aktieselskabet Dampskibsselskabet Svendborg at Mærskgården on Tåsinge on 5 May and 7 May 1998 respectively, the Chairman of the Boards Mærsk Mc-Kinney Møller summarised the past year as follows:

"Generally, 1997 was a good year, but it was also a difficult and challenging year. Good because of many positive results, not only at Esplanaden but generally also in the other companies of the A.P. Moller/Maersk Group. And good because of the efforts of the many capable and loyal employees. Difficult because there was a number of unpleasant surprises, including the extensive financial crisis in the Far East and the drastic fall in oil prices. Challenging because we do not have anything given to us and because competition increased."

Addressing the many shareholders, Mærsk Mc-Kinney Møller said, among other things, that:

"The beginning of the year has been affected negatively by developments in East Asia. For the container services this has caused an increased imbalance in the volumes transported, resulting in lower earnings and increased costs. Rate levels, for dry bulk carriers, tankers and, not least, for the gas tankers, are disappointingly low. The level of activity for supply vessels continues to be high and rates are reasonable, just as employment for drilling rigs is good with acceptable rates.

With the uncertainties attached to this - and there are quite a few - the Shipping Activities are expected to achieve a 1998 result before gains on disposals and special items at the level of 1997 and after these items a result somewhat above.

Based on the current price of oil which, during the first months of the year, has been considerably lower than in 1997, the financial result for Oil and Gas Activities in the North Sea is expected to be somewhat below that of 1997.

In general, the affiliated companies in Denmark and abroad achieved good results and overall somewhat higher than in 1996. For 1998 good results are also expected for these affiliated companies."

The Chairman also commented on the discussion about ethics:

"When I was younger, this word was hardly used. Morals and ethics were matters of course and were - and are - a matter of upbringing just like politeness, punctuality, conscientiousness, decency, truthfulness, credibility. Now, the word ethics is used almost incessantly, and some even demand that every single business should have written ethical rules.

Since Mr A.P. Møller founded this business, decency, honesty and credibility have been at the company's heart, and I dare claim that the A.P. Moller Group has always had, and still has, high morals and ethics. We have not had and do not have written rules. And have no intention of having any."

The other partners and I share the views of Mr Møller, and we expect everybody to continue to live up to the high moral and ethical standards which the A.P. Møller and Maersk names have always represented.

Finally, I, too, would like to thank you all for a good job in 1997 and encourage you all to continue so that 1998 and the following years will be at least as good for the A.P. Moller Group.

JESS SØDERBERG

With His Excellency Li Lanqing are, from right to left, Partners Jess Søderberg and Ib Kruse and Tom Behrens-Sørensen, Maersk China.



Photo: Klaus Møller

Honourable Visit

First Vice-Premier Li Lanqing of the People's Republic of China, accompanied by a major government delegation, paid an official visit to Denmark in February 1998.

Mr Jess Søderberg was host to His Excellency Li Lanqing and his retinue at a private dinner party at Esplanaden on 13 February where First Vice-Premier Li Lanqing was given an introduction to the A.P. Moller Group's wide range of activities and investments in China.

During the past few years, A.P. Møller has significantly added to its presence in the People's Republic of China and investments have been made in both the Yantian International Container Terminal in South China and the Dalian Container Terminal in North China. Furthermore, the Group's newbuilding orders with Chinese shipyards are in terms of value, the largest orders placed by any foreign shipowner.

A.P. Møller attaches great weight to its business relations with the People's Republic of China and appreciates the historical and cordial association with its government.

The visit to Esplanaden was a special honour and the tribute paid during the dinner to A.P. Møller´s contribution to the development of China's maritime industry and foreign trade was gratifying.

Naming of SALLY MÆRSK

On 28 February 1998, Mrs Rickie Lee Straarup, wife of Mr Peter Straarup, Managing Director of Den Danske Bank, named one of A.P. Møller's large container vessels at the Lindø Shipyard. The vessel, which is the yard's newbuilding no. 162, was named SALLY MÆRSK after A.P. Møller's mother-in-law, Sally Mc-Kinney, and his daughter, Sally Mc-Kinney Møller.

SALLY MÆRSK has her home-port in Gilleleje to which A.P. Møller often sailed to visit the family's summer cottage close by. The cottage was later taken over by his daughter Sally Mc-Kinney Møller.

The vessel is commanded by Captain Peder G.K. Christensen with Mr Lars Niels Rasmussen as Chief Engineer. After delivery to A.P. Møller on 6 March 1998, the vessel entered Maersk Line's service between Europe and the Far East in Gothenburg. Following loading in Rotterdam and Southampton, the vessel continued to Maersk Line's transshipment centre in Algeciras where cargo to and from Africa and the Mediterranean is exchanged. The vessel's first call in the Far East was Singapore, then Hong Kong, Kaohsiung, Kobe, Nagoya and Yokohama.

With the sponsor Mrs Rickie Lee Straarup are (right to left) Partner Jess Søderberg, John Skov Hansen, Managing Director for Odense Steel Shipyard and Captain Peder G.K. Christensen.





Two Cousins

The sixth container vessel in a series of seven from Hyundai Heavy Industries was named at the Delta Container Terminal in Rotterdam, the Netherlands on 19 February 1998. Charlotte Mærsk Mc-Kinney Arnesen named the Hyundai newbuilding no. 1068 GERD MÆRSK.

At the namegiving Charlotte's mother Leise Mærsk Mc-Kinney Møller, her sisters Alette and Cecilie, and her grandfather Mærsk Mc-Kinney Møller participated. Also Mr I.Y. Chung, Senior Vice President and Mr K.H. Kim, Vice President of Hyundai Heavy Industries Ltd. and Mr Vagn Lehd Møller, Managing Director of Maersk Benelux, who welcomed the guests.

The vessel discharged 448 and loaded 1,012 containers and, the same night, left the terminal bound for Halifax in Canada. It has now entered Maersk Line's transatlantic container services.





The sponsor of GERD MÆRSK Charlotte Mærsk Mc-Kinney Arnesen with Captain Finn V. Pedersen and Chief Engineer Jack H. Hansen.



The sponsor of GRETE MÆRSK Chastine Mærsk Mc-Kinney Olufsen with her parents and grandparents.

as Sponsors

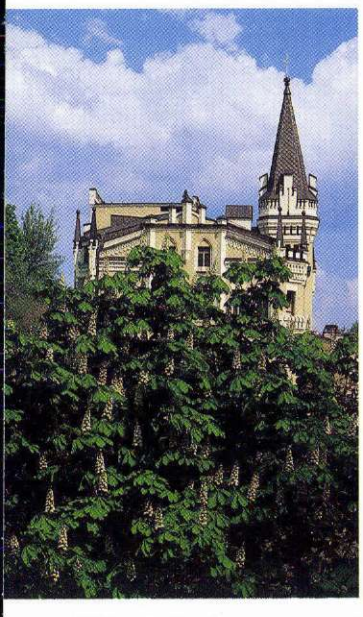
GERD MÆRSK has her homeport in Copenhagen and is commanded by Captain Finn V. Pedersen with Jack H. Hansen as Chief Engineer.

About two weeks later, on 2 March 1998, the seventh and last vessel in the series was named in Felixstowe in England by Chastine Mærsk Mc-Kinney Olufsen. Newbuilding number 1069 was named GRETE MÆRSK. The sponsor was accompanied by her parents Kirsten Mærsk Mc-Kinney Olufsen and Mikael Olufsen and her grandparents Emma and Mærsk Mc-Kinney Møller. Mr Thomas Thune Andersen, Managing Director of The Maersk Company Limited, welcomed the guests.

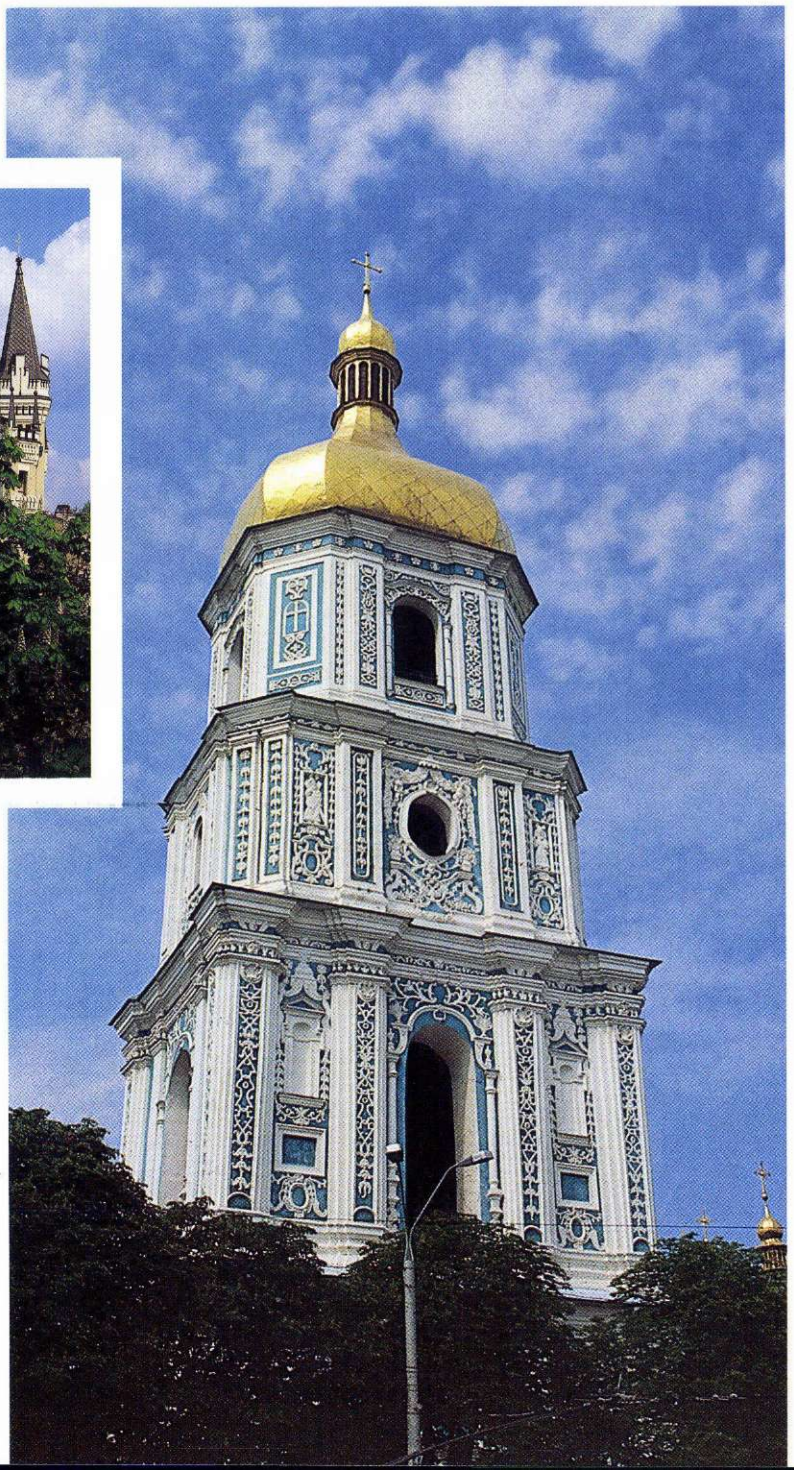
GRETE MÆRSK has her homeport in Skovshoved and is commanded by Captain Jens A. Bech with Torben Jørgensen as Chief Engineer. The vessel has now entered Maersk Line's service between the Far East and North America.

GERD MÆRSK and GRETE MÆRSK, together with their five sisters, each have a container capacity of 4,300 TEU, including reefer containers. The main engine, a ten cylinder B&W 10K90MC-C diesel engine producing 58,600 BHP, gives a service speed of more than 24 knots. The vessels each have a length of 292 metres and a draught of 12 metres.

Door-to-Door Transportation in the Ukraine



Richard's Castle.



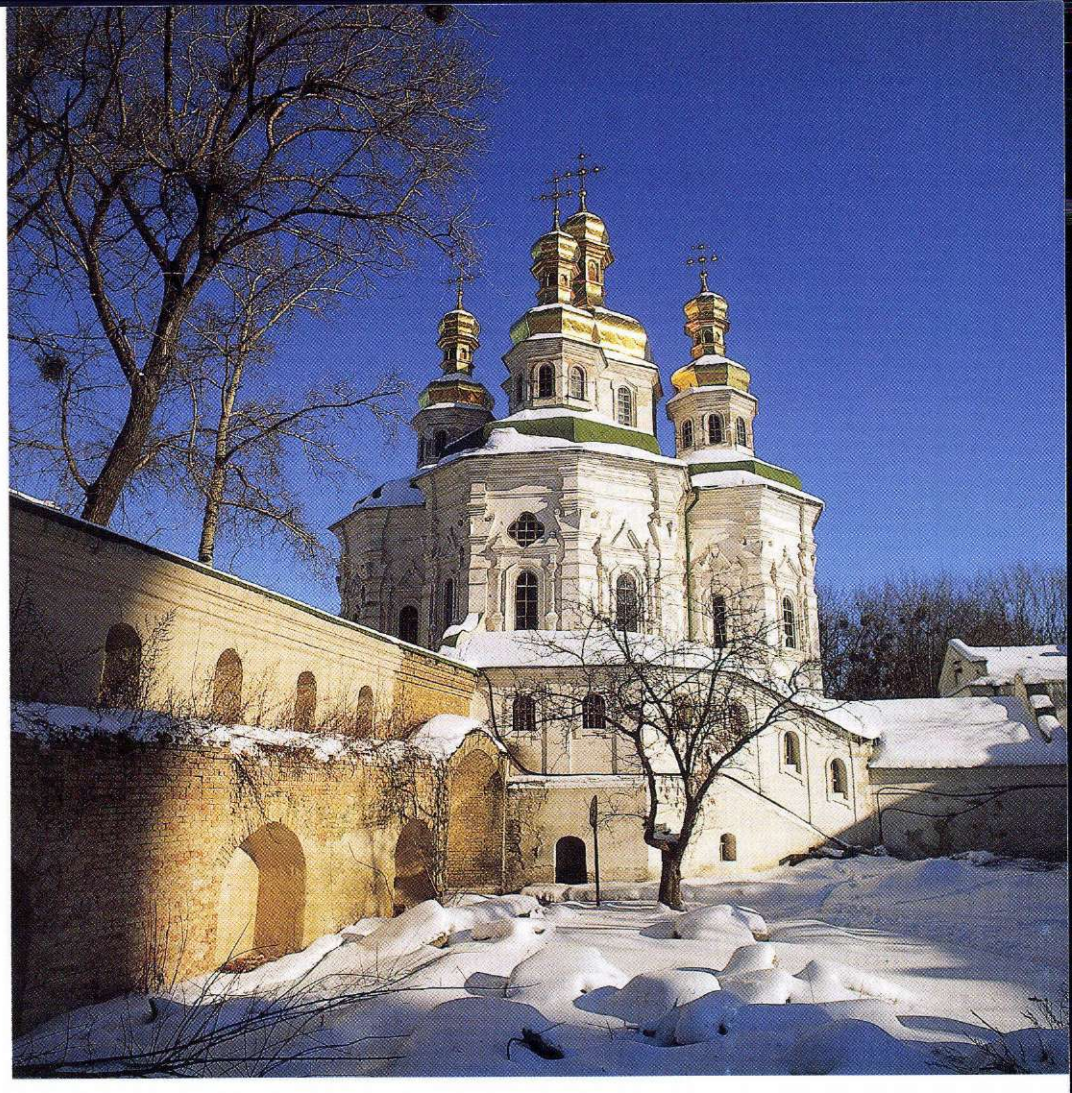
Saint Sofia's Cathedral.

By Rob Waterman

The Ukrainian national anthem is entitled "The Ukraine Has Not Yet Died", a fitting title for the national anthem of a country with a traumatic history. It is estimated that the wars, famines and purges which took place in the first half of the 20th century have cost the lives of over 50% of the male and 25% of the female population. Still a young nation with independence achieved only in 1991, covering an area of 603,700 km^2 with a population of 51 million people, the modern, independent Ukraine actually does represent a land of enormous potential.

Dramatic Developments

The Ukraine is traditionally viewed as the least economically developed of the new independent nations. However, with its vast reserves of natural resources and its strategic political and geographical location, the nation is showing clear signs of development. Inflation is now under control having fallen from 10,000% in 1993 to 12% in 1997, and the currency, Gryvnia, is stable against all other international currencies. There has been a rise in the country's Gross Domestic Product for the first time. Government efficiency campaigns are reducing bureau-



Pecehersk Lavra Monastry.

cracy long associated with the Ukraine, and there are clear signs of increased foreign private investment as many multinationals have identified the enormous potential of the Ukrainian market.

Maersk in the Ukraine

The same is also reflected in the spectacular growth in volumes currently enjoyed by Maersk Line in the Ukraine. Maersk Line has experienced a massive increase in both exports and imports and, as a consequence, the organisation has recently witnessed a number of exciting developments. Following the relocation of the Odessa office in early 1997, the organisation was given a further boost last summer when months of negotiating were rewarded by Maersk Line establishing a storage area in the port of Iljichevsk, the most modern container terminal facility in the Ukraine, located approximately 35 km southeast of the old and congested port of Odessa.

This enables Maersk Line to store all full export/import and empty containers in one exclusive area. It is fully secure and totally controlled by Maersk giving a competitive edge over the other lines who make use of shared terminal areas in Iljichevsk or Odessa. Within the Maersk storage area Maersk has 120 reefer plugs, providing a reefer service level far and away superior to anything offered by its competitors.

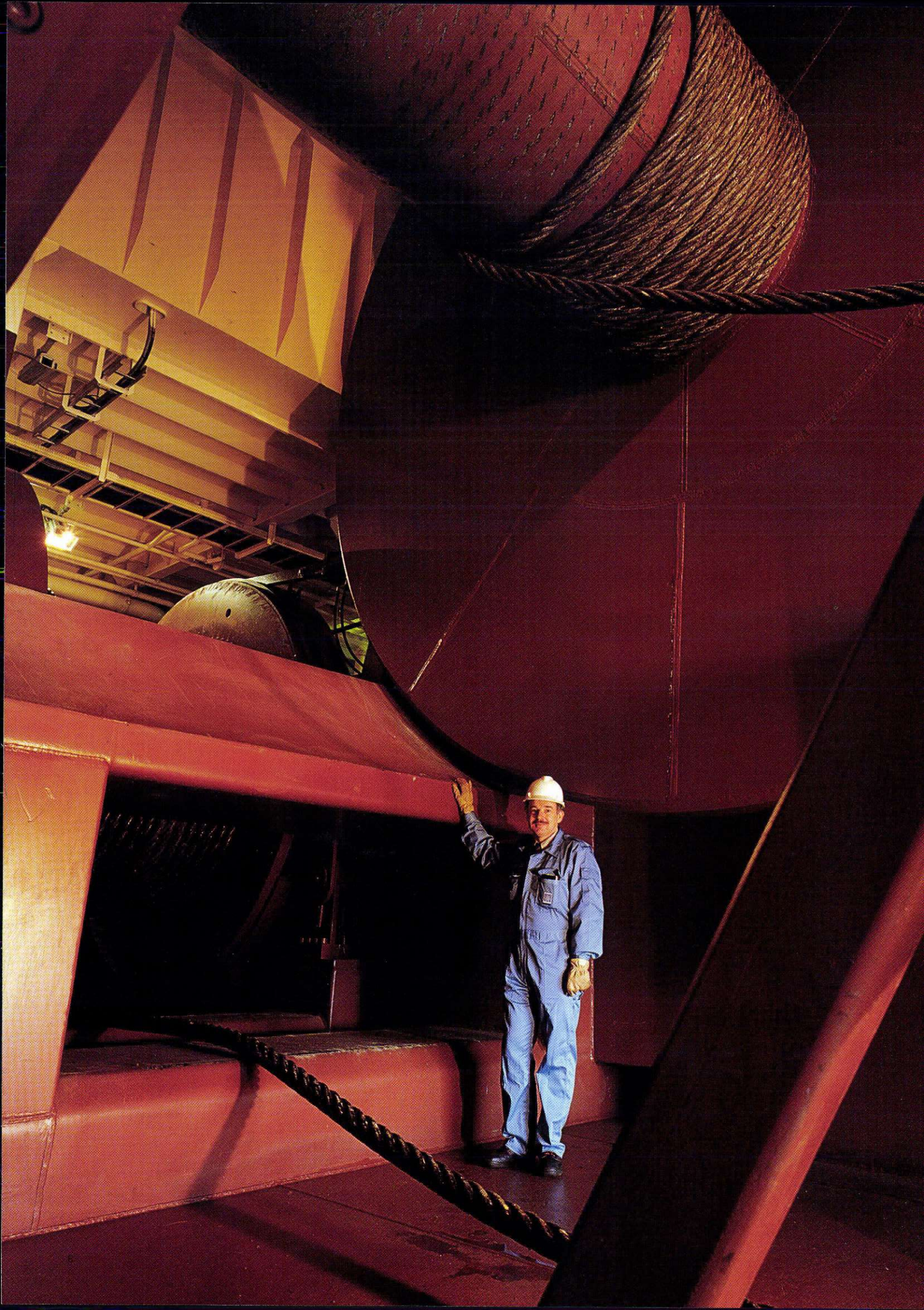
Both the Kiev and Odessa offices have recently been connected to the global Maersk communication network which will further enable the agency to improve service levels and response times to the Ukrainian shipping market.

Ready for the future

In March 1998, the Ukraine benefited from the introduction of Maersk's own feeder to the Black Sea, an area in focus because of the establishment of Maersk's own agencies in Bulgaria, Romania and Georgia this year. With fixed weekly arrivals and departures in Iljichevsk via its own feeder, the dedicated guarded storage area and the optional use of Navalocks for inland transportation in the Ukraine and the use of road or rail transport, Maersk Ukraine can now offer a door-to-door service level and a commitment to the very exciting Ukrainian market.

In May 1998, Maersk Ukraine paved the way for acceptance of through bills of loading to and from the neighbouring country Moldova. Moldova covers an area of 33,700 km^2 with a population of 4.4 million. Maersk's expansion into Moldova is yet another proof of a firm commitment to the rapidly developing Black Sea basin and it is expected to increase the volumes moving through the Ukrainian port of Iljichevsk.

As the national anthem says, the Ukraine most certainly has not died, on the contrary, it appears to take a positive and optimistic view of the future. With staff located in three cities across the Ukraine, Maersk Line is beginning to see the benefits of its long-term investments in this fascinating country.



Naming in Fredericia



The sponsor Mrs Liis Bundgaard with MÆRSK BOULDER's Captain Palle Rasmussen and Chief Engineer Finn Kaae (to the left) and Captain Poul Richard Hansen and Chief Engineer Knud Føns Bendix (to the right).

MÆRSK BOULDER's large anchor-handling drum after the increase in the capacity to 19,500 m of wire.

By Thorsten Melby Jørgensen

Maersk Supply Service did not have the opportunity to arrange a proper naming of its latest newbuilding at the Simek Yard in Norway, so, when the ship had to go to Fredericia in Denmark shortly after delivery to be modified for a three-year contract with Petrobas in Brazil, the occasion was used to perform the naming ceremony at the yard there.

Mrs Liis Bundgaard, wife of Mr Tage Bundgaard, Senior Vice President in A.P. Møller, named the vessel MÆRSK BOULDER and the traditional bottle of champagne was nicely broken against the ship's side. The many guests gave three cheers for the vessel and pictures were taken from all angles. After the naming ceremony the guests went on a tour of the ship where the officers, led by Captains Poul Richard Hansen and Palle Rasmussen, Chief Engineers Finn Kaae and Knud Føns Bendix, acted as guides.

MÆRSK BOULDER was docked at the yard in Fredericia for modification to handle special tasks in Brazil, including an increase in the wire capacity on the large anchor-handling drum, where the diameter was increased by three metres to 6.4 metres. This meant a tripling of the capacity of 3" wire of the drum to 19.5 kilometres! In addition to the existing three drums, two more were added on top of the winch garage. These drums each have a capacity of 1,600 metres of 8" polyester rope.

On the aft deck a so-called A-Frame was installed with a load capacity of 250 tons for the lowering of suction anchors in deep water. Two ROV (Remote Operated Vehicles) decks were installed, one on each side, for the launching of these remote operated underwater robots. Dynamic positioning was upgraded to perform even at 2,500 m water depth. This means that the vessel can be held in the same position even at large water depths.

The considerable power of the vessel is provided by four main engines with a total capacity of 20,020 BHP plus 4,000 BHP thruster capacity, providing MÆRSK BOULDER with a bollard pull of 244 tons, the highest in the world for this type of vessel.

The vessel is now capable of carrying out tasks at water depths up to 2.5 km, whether anchor-handling for semi-submersible drilling rigs, laying and maintaining of subsea pipelines, installation of underwater constructions or handling of long wires and chains. In deep water the weight of wires and chains will be so heavy that special polyester rope has been developed for these tasks.

MÆRSK BOULDER and her sisters MÆRSK BATTLER and MAERSK BEATER are the largest anchor-handling vessels in the market today.

Boeing 737-700 lan

Maersk Air was the first airline in Europe, to have a new generation 737-700 Boeing aircraft delivered.

By Tina Ryder Tønnesen

The first Boeing 737-700 aircraft should originally have been delivered at the end of 1997, but Boeing's production problems delayed the planned delivery. Thus, the first Boeing 737-700 landed in Copenhagen on 3 March 1998. The aircraft flew directly home from Seattle, 8,013 km, which was the longest distance ever flown non-stop by a Boeing 737 aircraft. The flight time was nine hours and 12 minutes and there was enough fuel left for 1 1/2 hour's flying. On 7 March 1998 and again on 22 May, Maersk Air took delivery of the next two 737-700 aircraft in the series of 12 Boeing 737-700 currently ordered. Another two aircraft will be delivered in 1998.

The Boeing 737-700 is very similar to a Boeing 737-300 but with considerable improvements e.g. less noise, lower fuel consumption, less CO^2 emissions, higher speed, lower maintenance costs, longer cruising range, higher cruising altitude, etc. It is altogether a new type of aircraft which is cost-effective, environmentally sound and neighbour friendly. Like Maersk Air's other new aircraft, the Boeing 737-700 is provided with the most advanced cockpit equipment (including TCAS - Traffic Collision Avoidance System) which means improved possibilities of landing, even in bad weather conditions. In addition to this, the Boeing 737-700 aircraft differs



ded with Maersk Air

from the Boeing 737-300 in that it has a larger wingspan which means that the aircraft can fly longer distances without refuelling.

The Boeing 737-700 is different from other Maersk Air aircraft in that the engines are Maersk blue, a small visible indication that the aircraft belongs to the "Next Generation" in Boeing's 737 series. The three Boeing 737-700 aircraft, registered OY-MRA, OY-MRB and OY-MRC, which are Maersk Air's new Boeing aircraft nos. 53, 54 and 56 fresh from the factory, are mainly engaged in charter service.

Maersk Air is continuing its renewal of the fleet and, in addition to the 737-700 aircraft, it will receive a total of four Boeing 737-500SP aircraft this year, of which one was delivered on 19 February and the second in March.

Maersk Air's Boeing 737-700 aircraft takes off from Seattle, USA.



Field trip to Boeing in Seattle



Staff from Maersk Air's Boeing Projects made a thorough inspection of the new plane before it was officially delivered and before the seats were installed.

Before delivery of the latest acquisition, Ole Skytte, Maersk Air's Vice President of Boeing Projects based in Seattle, invited his staff to tour this sample of the New Generation 737.

After a briefing in the Commercial Division Headquarters the party walked out on the tarmac to see at close quarters one of those blue planes we normally only get to see from a distance. The cockpit, the galley, and other parts of the interior of the plane were thoroughly inspected and the visitors made sure that the new plane was fit to wear the Maersk name.

The planes are delivered without any seats (they are later installed in Copenhagen) and this version has more headroom down the centre aisle. Like a new car, it had that great "new plane" smell.



Stills used in the distillation process.

The Scottish climate and water are the key ingredients for Scotch whisky.

On the Whisky Trail

Scotch whisky is one of the UK's top five export products. In 1996 over 86 million cases were sold worldwide. Laid end to end they would stretch over 16,000 miles - or from Edinburgh to Hong Kong and back.

By Russell Harvey/Sean Lynch

Maersk Line is a key player in the export of this product from Scotland to more than 50 countries around the world. The Maersk Line office in Glasgow handles all the major whisky accounts that produce such brand names as Johnnie Walker, Bells and J&B.

The seven steps

For whisky to qualify for the name "Scotch Whisky", it must be matured in Scotland for three years. "In Scotland" is vitally important because the Scottish climate seems to have a profound effect on the finished product.

There are seven steps to producing malt whisky;

Malting when the barley is soaked and allowed to germinate.
Mashing when the dried malt is ground in a mill.
Fermentation when the wort is cooled and fermented by yeast.
Distillation when the wash is distilled twice in large copper pot stills.
Coopering – the casks used for maturing the spirit are made by skilled coopers. Only oak is suitable for maturing whisky.
Maturation when the distilled spirit is filled into oak casks and left to mature for a number of years.
Bottling – the strength is reduced by adding water. The whisky is then filtered and filled into bottles.

At the end of the 19th century Scotch whisky had gone from a parochial drink to one of broader appeal. With the growth of railways, trade was boosted further afield. Overseas markets were

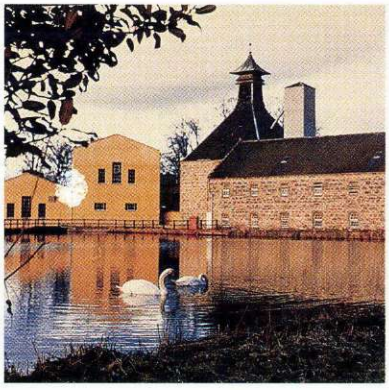


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Maersk container fully loaded with Johnnie Walker Black Label whisky.



Distillery located in the highlands.



Japan imports about 50 million bottles of Scotch whisky per year.

...the Whisky Trail

reached through the merchant venturer system, whereby goods were entrusted to the captain of the ship who would sell them on commission at the best price he could get.

The whisky companies also took it upon themselves to promote their own products overseas and their representatives made world tours to establish markets and set up agencies in many countries. Today Maersk Line is a key transport provider in distributing these whisky products to the various market places worldwide.

Three main types of whisky

There is not a set age when malt whiskies are at their best, you can buy the same brand at 8,10,12,15,18 or 21 years old. One of the glories of Scotch malt whisky is that it varies so much from one distillery to the next. But the reasons for this remain unclear. It is said that the water used plays a decisive part. Adjoining distillers who draw their water from different sources are known to produce whiskies that are markedly different in flavour.

There are three main types of Scotch whisky; standard blend, deluxe blend and single malts. A blend will consist of anything from 15 to 50 whiskies, mixed in a blending vat. The character of the blend is also determined by factors such as the ages of the individual whiskies and the manner in which they combine.

Standard blends include such popular blends as Johnnie Walker Red Label, Dewar's White Label and Bell's Extra Special. Deluxe blends contain a higher proportion of older whiskies than a standard blend, well known brands include Johnnie Walker Black and Johnnie Walker Blue Label. The single malt is the product of a single distillery. Most distilleries produce Scotch whisky primarily for blending purposes, but many retain some of their production for sale as single whiskies, popular brands include Cardhu and Glenfiddich.

In 1997 Maersk Line shipped close to 3,000 containers of whisky from the United Kingdom. The majority of these containers were destined for the USA, Far East and South Europe.

The luxury drink in Japan

In the Far East, Japan is one of the largest importers of Scotch whisky. In 1997, Japan imported some 38 million litres or approximately 50 million (75cl) bottles of whisky and of these, 47% were Scotch. Together with domestic whisky, Japan consumed a total of 137 million litres (183 million bottles) of whisky last year. This is equivalent to all Japanese adults consuming $2^1/_2$ bottles of whisky per annum. Compared with other kinds of hard liquor, whisky ranks third after spirits (vodka, gin, etc.) and Shochu (the Korean liquor).

Scotch whisky has historically been regarded as a drink for mature adults in Japan and as a very luxurious gift. The major consumers of Scotch are male Japanese in the 40 years and older category. The popular brands of Scotch whisky in Japan include Johnnie Walker, White Horse, Chivas Regal and Ballentine's.

Whisky destined for Japan is imported mainly in dry containers and within a week of arriving, the importers have distributed them to the bars, hotels, restaurants and other retail outlets.

Over the last few years, there has been a slight decline in whisky consumption, mainly due to wines and cocktail drinks becoming more popular. However, major importers are confident that consumption of whisky will bounce back when in addition to focusing their efforts on the traditional consumers, they also target the younger generation who are appreciating the finer things in life and in this regard slowly acquiring a taste for whisky.

Intermodalism in China

By Bosco Ngan

Maersk is active in providing land-based transportation services in many parts of the world and has acquired wide experience and expertise in this field over the years.

Maersk invests in China

In China, since 1996, Maersk has been an investor in a joint venture company, Shanghai Pan Ocean Intermodal Transportation Consulting Services Co. Ltd. (SPO), that specialises in providing rail-based transportation services. In a short space of time SPO has established itself as a professional player in the intermodal industry with the following achievements to its credit:

- In 1996, SPO pioneered fixed weekday rail services in the Shanghai/Nanjing/Shanghai corridor catering for international shipping lines and for exporters and importers directly.

- In 1997, services to Hefei and Bengbu were launched followed by a service to Zhenjiang this year.

- In 1997, SPO carried a total of 15,793 TEU on rail in China which made the company one of the Chinese Railways' biggest clients in terms of ISO container carriage.

New joint venture

The Ministry of Railways, with whom Maersk has enjoyed first-class co-operation, has actively encouraged these pioneering efforts by SPO. We are delighted that China Railways Transportation Corporation and Shanghai Railways Transportation Corporation have chosen to become equity joint venture partners to add further strength to SPO's expansion plans. The new joint venture agreement was executed at a signing ceremony held in Beijing on 18 March, attended by Mr Guo Wen Chao, President of CRTC, and Mr Zhang Jing He, General Manager of SRTC, as well as representatives from most of China's 14 railway bureaux.

The company has been renamed Tie Yang Multimodal Transportation Co. Ltd. (TMT) and will serve as a common carrier, catering for shipping lines, freight forwarders and for exporters and importers directly. The management team of TMT takes an optimistic view of the future and is all set to contribute further towards the development of multimodalism in China.

The signing of the new joint venture agreement took place in Beijing on 18 March 1998. From left to right are Eva Chen, Shanghai Shuntong Transportation Co., Tom Behrens-Sørensen, Maersk China, Guo Wen Chao, CRTC, and Bosco Ngan, SPO.





Volkswerft
a New Yard at Fifty

By Leo Jensen

As part of the development and strengthening of the continued competitiveness of Odense Steel Shipyard, the Shipyard Group has in recent years involved itself in a number of companies outside Denmark. Interest has been directed towards the Baltic, and the involvement in three Baltic companies was followed by the purchase of Volkswerft Stralsund GmbH in February this year.

A Yard with Historical Roots

Volkswerft is situated in the historic Hanseatic town of Stralsund, one of the bigger towns in Mecklenburg-Vorpommern. Stralsund, which has a long tradition of shipbuilding, has around 70,000 inhabitants and Volkswerft is the town's largest company. The company logo illustrates the historical roots back to the medieval Stralsund cog, an efficient merchant and naval ship. Today, approximately 1,200 people are employed at the yard which in the late 1980s employed over 8,000. As part of the creation of new jobs in the former East Germany, Volkswerft has been thoroughly renovated. The work began in 1994 and the comprehensive, ambitious development programme is expected to be finalised in 1999.

Volkswerft Stralsund's shipbuilding activities began in 1948. The establishment of the yard formed part of the planned economy which characterised the then East Germany. From its beginning until the reunification of the two Germanies in 1990, about 1,500 fishing vessels of various types have been built at the yard. Since the political

Newbuilding no. 416 being transported out of the production hall.

changes, which meant that production was adapted to market conditions, Volkswerft has built container vessels, dredgers and various cargo vessels. Volkswerft will be a part of the Shipyard Group specialising in building medium-sized vessels, e.g. container vessels up to Panamax size. Various sub-contracts will also be able to be placed there.

Half the size of Lindø

The total area of Volkswerft is 390,000 m², equal to about half the entire production area at Lindø. The dominating building in the yard area and Stralsund's waterfront is the production hall of 32,000 m². The yard's flexible production layout and the new, technically advanced production equipment have had a strong influence on the Shipyard Group's decision on involvement in Stralsund. Prefabrication and section building take place in well-equipped halls, and vessels up to 230 m x 32 m and 19,000 tons are assembled in the large production hall.

Stralsund and the employees at Volkswerft were pleased that a reputable company like A.P. Møller displayed a serious interest in the town's largest company. The Board of Volkswerft, with Partner Kurt Andersen as Chairman, consists of representatives of the Lindø Shipyard, the company committee at Volkswerft, the local government in Stralsund, IG Metall and Maersk Deutschland. The day-to-day management is carried out by Werner Lundt and Uwe Schlemminger whose local knowledge is very important for the future of the yard. With this agreement fifty years after the establishment of the yard, Volkswerft Stralsund has gained access to the knowledge and modern technology of Odense Steel Shipyard.

Yard co-operation

The Shipyard Group has established organisational groups cutting across company lines to ensure close co-operation in areas such as construction, procurement and production between Odense Steel Shipyard, the Baltic companies and Volkswerft Stralsund.

Volkswerft Stralsund with the large production hall in the middle.



Thomas Gentile, USCG, Kevin O'Brien, Maersk Inc., Steven O'Malley, USCG, and Mark Blackman, Maersk Pacific.



Training U.S. Coast Guard

By Kevin O'Brien

Maersk Line recently provided the first training session for the U.S. Coast Guard's container inspection training and assistance team in line with Maersk Inc.'s leadership role in the Vessel Operators Hazardous Materials Association.

The training took place at Maersk facilities in Long Beach and Oakland as well as on MAJESTIC MÆRSK while en route between the two ports. Comprehensive training was performed in all aspects of the transportation process from booking to inland transport to cargo loading to final destination.

The programme was very well received and expands and strengthens our relations with the U.S. Coast Guard.

Thomas Gentile, USCG, Kevin O'Brien, Maersk Inc., Chief Officer Jens Peter Lorentzen, Mark Blackman, Maersk Pacific, and Steven O'Malley, USCG.



A Reefer Niche

By Issa L. Magtira

Mindanao, in the southern part of the Philippine archipelago, has gained the reputation of the most progressive region in the country. Local and foreign investors are taking a second look at Mindanao as a viable investment site. The Philippine government has also increased its budget for the region's infrastructure and agricultural development.

Maersk Line responded to Mindanao's growth by setting up offices in General Santos City, Cagayan de Oro City and Davao City and established a feeder service calling at the ports of these three cities.

Bananas in containers

Davao City, touted as the urban center of Mindanao, exports an average of 2.3 million tons of bananas each year making it the city's number one export product. Bananas were shipped by bulk vessels in the past, but banana exporters have now considered the possibility of using reefer containers especially to the Middle East where transit time from Davao ranges from 21-27 days. It was definitely a big step towards containerization of fresh fruits particularly to areas that require longer transit times. The development of new markets in China, Russia and Vietnam also increased the demand for bananas.

Demand for reefer capacity

In response to the growing reefer needs, Maersk Line has chartered two larger feeder vessels that call at the ports of Kaohsiung, Subic, Manila, General Santos, Cagayan, Davao and Cebu on a weekly basis.

The reefer market in Mindanao is not limited to fresh fruits. Surrounded by three bodies of water Mindanao is also teeming with marine resources particularly yellow fin tuna.

With the abundance of reefer cargo in Mindanao, who else would best cater to this region but Maersk Line. With some of the best reefer containers in the world and a global service, this is definitely the place where Maersk Line can make its niche.



Dole employees handling bananas.

All quiet at Maersk Air Ltd



The Canadair jet unveiled on 1 June 1998 has a tail design created by Danish designer Per Arnoldi.

By Roseanne Crossey

The first of June this year marked a major event for Maersk's UK airline, Maersk Air Ltd, when the company unveiled the first of six Canadair Regional Jets being delivered during the next 15 months. The only noise to be heard was the sound of applause and champagne corks popping because the Canadair is called the World's Quietest Jetliner.

In less than two years the airline has replaced its entire fleet and transformed itself into one of the most modern operators in Europe. By September 1999 Maersk Air Ltd will be flying four 114-seater 737-500s and six 50-seater Canadairs. This year the company expects to serve 650,000 customers on eight routes with 286 flights a week and that comes after another year of record growth for both passenger and cargo business in 1997. On top of this it has a franchise agreement with British Airways to operate with BA flight numbers, with crews in BA uniform and the aircraft painted in the BA livery.

Plans for the future

The contract negotiated with the producer Bombardier provides the flexibility to choose between more 200 series CRJs or the new 70-seater 700 series, which rolls off the production line in four years' time. Gert Kristensen, Managing Director, says "The CRJ is the right size for Maersk Air Ltd and for the Midlands market. The mix of CRJs and the 114-seater Boeings gives the company a strong fleet combination with which to launch new routes, develop them and fly with attractive and sustainable frequencies". The CRJ has the range and performance characteristics that the airline needs to fly further into mainland Europe and plans are afoot to start new scheduled operations in 1999.

Maersk Air Ltd currently operates 242 flights a week from Birmingham to Amsterdam, Belfast, Berlin, Copenhagen, Lyons, Milan, Newcastle and Stuttgart and this will increase to 286 by the end of the year.

The airline has been flying from its base in Birmingham for 15 years but only joined the A.P. Moller Group in 1993. The airline is owned by Maersk Air A/S, Denmark.



Mærsk Data wins Army Contract

Mærsk Data won a major contract, a system for the Danish Army called DACCIS (Danish Army Command and Control Information System). The system is to support the operational planning and command of military units.

By Mette Lauesen

The principle behind DACCIS is a continual update of the database at the individual command stations, providing the commanding officer with updated information on which to base his decisions. The system is able to account for the position of the individual units and keep the parties involved up-to-date on the positions of other units. It will also be possible for the user to move the units around on the screen thus simulating the consequences of a move. Major Birger Johansen of the Army Technical Service says: "One of the important functions of DACCIS is that the system enables us to deliver the same information to all users – and to do so instantly. In this way we allow those carrying out the orders more time for preparations."

Standard products

Another important part of DACCIS is three-dimensional maps, known from flight simulators and the like. Apart from specially developed software, the Army wishes to use as many standard hardware and software products as possible to maintain a reasonable price level and to be able to replace components relatively easily. DACCIS will be developed from an existing system and will include several local networks. It is Mærsk Data's job to supplement and combine the standard products with advanced, specially developed software, a task well known to Mærsk Data.

Sophisticated system

DACCIS will be developed in several phases to ensure that it is continually adjusted to the users and to technological development. The system will be one of the most advanced systems on the market, but because standard hardware and software products have been chosen, the result will be an advanced system at a reasonable price. The implementation of the first phase will be expected to last approximately eighteen months.

Initially, the prototype of DACCIS will be installed with Staff/Danish Division and with Staff/First Jutland Brigade, both in Fredericia. In later phases, DACCIS will be extended to a larger number of units – including the Danish International Brigade. The prototype is expected to be ready in July.

Second large order

DACCIS is Mærsk Data's second large order with a public institution. Last year, Mærsk Data obtained an operating order from a government agency for AMANDA, a network for Danish job centres. DACCIS is yet another example of a solution where Mærsk Data's job is to make several complex systems communicate even though they are based on widely different platforms. One reason why the Army chose Maersk Data was the company's understanding of the Army's thinking.



Maersk arrived at the airport with two trucks each with a 20' container to take care of the President's luggage.

President Clinton in Senegal

As their last stop on their round trip in Africa, the American presidential couple Hillary and William J. Clinton landed in Dakar, Senegal late in the evening on 31 March.

By Jonas Lund Clausen

A week before, Maersk Senegal had been contacted by representatives of the White House in Washington who wanted Maersk Senegal to handle the transport of the President's luggage between Air Force One and Hotel Meridien in Dakar.

A Maersk team consisting of eight persons began reloading the luggage from Air Force One to the two 20' containers which an hour later was driven to the hotel where the luggage were handed over to security personnel.



The Minister of Agriculture and Natural Resources Dr Franklin Adejuwon with Torben Sørensen, Managing Director of Maersk Nigeria Ltd.

Minister visits Maersk Terminal

By Lucie Ugbodaga

Recognising Maersk Line's position as the number one reefer carrier in Nigeria, the Nigerian Minister of Agriculture and Natural Resources Dr. Franklin Adejuwon and a delegation of top officials of the Fisheries Society of Nigeria paid a visit to the Maersk terminal in Apapa on 3 February 1998 where they were introduced to Maersk Line's reefer cargo handling procedures.



The awards were presented at a ceremony at the Oriental Hotel in Singapore on 23 March 1998.

Reasons to smile

By Sonny Zin

In a clean sweep Maersk Line once again won all five awards for Best Shipping Line in the Asian Freight Industry Awards (AFIA), namely:

- Best Global Shipping Line
- Best Shipping Line Asia/Europe
- Best Shipping Line Transpacific
- Best Shipping Line Intra-Asia
- Best Shipping Line Asia/Middle East

The ceremony took place at the Oriental Hotel in Singapore on 23 March 1998. The awards were presented to Yim Choong Chow, Søren Houman, Michel Deleuran, Flemming Ipsen and Steen B. Lund (in the photo, from left to right).

With just one exception in the first year, Maersk Line has swept all the awards every year ever since each category was introduced.

Shipping Line of the Year



Sir Kerry St. Johnston, who is Chairman of Freightliner Ltd., Britain's biggest intermodal freight operator and one of Maersk Line's major railway service providers in the UK, hands the award to Steen Larsen, Marketing Manager of Maersk Line UK.

By Russell Harvey

"...The capture of so many votes from Loading List users in the customer service category underlines its attention to customer care as well as performance." With these words, Maersk Line (UK) was awarded the prestigious Lloyd's Loading List award for 1997 Shipping Line of the Year. Questionnaires returned by the readers of the weekly publication, which has a circulation of more than 12,000 copies, were used to determine the winner.

Docking in Portugal

Since December 1997, seven C-type container vessels and one T-type have been docked at the Portuguese shipyard Lisnave.

The picture of CORNELIA MÆRSK was taken in December last year at the Liscont terminal during loading of the vessel for her next voyage to Luanda after a one week visit to the Lisnave shipyard for regular dry docking maintenance. The shipyard is located on the south bank of the river Tagus with a perfect view of Lisbon.



Photo: Jorge Castro

A good start

By Sonny Zin

On her maiden voyage SALLY MÆRSK made a very good start in Singapore with a noteable record of 203 moves per vessel hour. A total of 1,700 containers were handled during her port stay of just over eight hours with an average of 6.3 cranes employed. This was the second highest record ever set in Singapore. The highest performance to date was 229 moves per vessel hour set by METTE MÆRSK in 1995 in Singapore, a record which remains unbeaten.





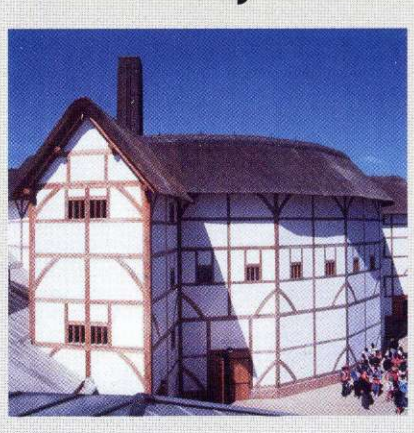
Teambuilding in Japan

By Sean Lynch

In January 1998, 157 members of the Maersk K.K. staff gathered at a typical Japanese hot spring location. The seminar began with a brief session on company achievements and objectives but teambuilding was the main item on the agenda.

The participants were divided into groups and taken through a comprehensive programme of physical and theoretical exercises aimed at improving teamwork, communication and corporate bonding. The weekend was both fruitful and enjoyable - for some, however, a time for self-reflection... perhaps their physical fitness could do with a small overhaul!

Romeo, Juliet & Maersk



Shakespeare co-founded the original Globe Theatre which opened in London in 1599. Destroyed by fire in 1613, it was not until 1997 that a reconstruction of the Globe opened on the original site and became one of London's many tourist attractions.

By Russell Harvey

The Royal Shakespeare Company's production of "Romeo and Juliet" is currently touring the world. Maersk Line (UK) was contacted to arrange transport of the stage equipment in one 40′ container from Stratford-upon-Avon, the birthplace of William Shakespeare, to Bogota.

The performances in Colombia will be given at the Festival Ibroamericao Teatro de Bogota, and the tour will then continue to Singapore.

The Royal Shakespeare Company sells over one million tickets every year for more than 2,000 performances of up to 30 different productions. Planning is an important part of every performance and Maersk Line's efficient and reliable service has already secured the onward transport of the stage equipment for its next performance in Singapore.

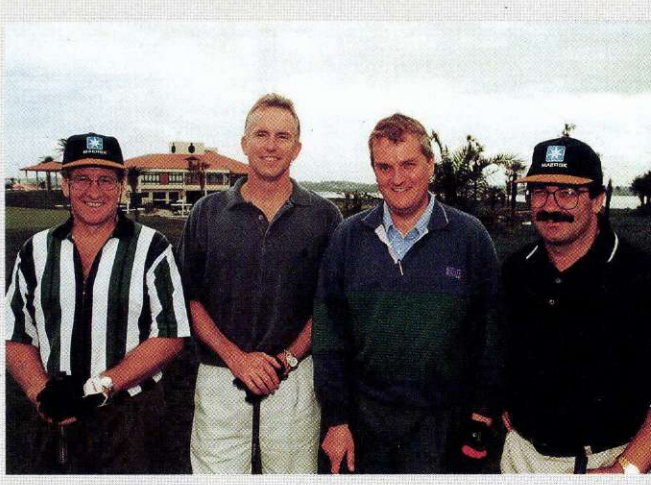
A Great Day for Golf

By Damon Wyllie

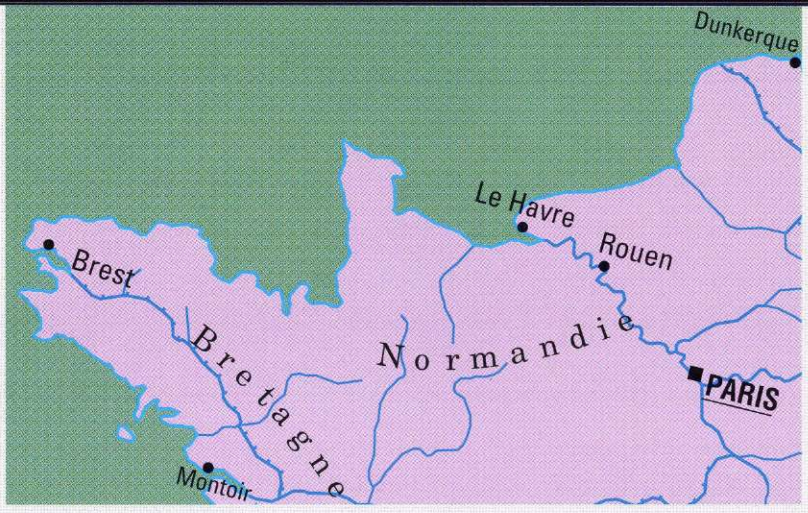
Maersk New Zealand held its inaugural Maersk Golf Open tournament in March 1998 at the beautiful and challenging Formosa Auckland Country Club. The beautiful weather ensured a golf day filled with fun and sometimes frustration for the 68 key clients who had come from all over New Zealand to attend.

After light refreshments, the golfers rushed out in golf carts to their various starting points around the course. A 'shotgun' start ensured that everyone was teed off at the same time. Bunkers the size of beaches, golf ball eating water hazards and runaway golf carts meant never a dull moment. The finale of the day was the guest speaker, the New Zealand rugby hero, Grant Fox, who provided an informative and amusing look behind the scenes of an All Black Rugby tour.

A successful day ensured that next year's event is already firmly penned into our customers' diaries.



Before tee off at Hole 1 (left to right): Noel Thompson, Director Cargo Coordinators, Gary Smith, CEO Enzafruit, Jens Madsen, Managing Director Maersk New Zealand, and John Upton, Managing Director Horizon Meats.



The West France feeder sails fortnightly between Algeciras in Spain and Montoir, Dunkirk, Rouen and Brest in France.

New West France Feeder

Maersk Line has again increased its global presence and reduced the number of trades and areas where competitors do not meet the seven-pointed star.

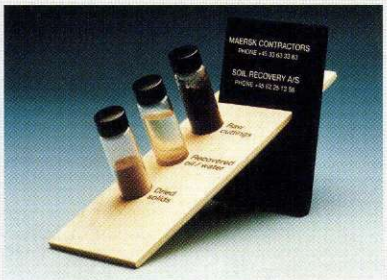
A new feeder service to and from West France was inaugurated in Dunkirk in December 1997. The service initially features the recently built UWE KAHRS, which has a capacity of 300 TEU and a full 75 reefer plugs. The vessel will sail fortnightly from Algeciras to Montoir, Dunkirk, Rouen, Brest, then back to Montoir and Algeciras. Of particular interest to the market in these areas are the Maersk Line trade marks of fixed weekday sailing and a respect of the announced transit times. At the end of April, the service was upgraded with a second vessel thus offering weekly coverage of the ports.

The entry into the West France market was initially based on Maersk Line's expertise in the trades to and from West and South Africa. Cargo will transfer in Algeciras thus opening up the full Maersk Line network for customers. The new coverage will strengthen Maersk Line's presence in France, where the number of ports having regular calls has increased from two to six.

New Soil Recovery Units

Maersk Contractors Waste Management Systems has placed orders for two new soil recovery systems. The demand for soil recovery units has increased significantly during the past few years and the units are being built in order to reduce the current lead time of six to seven months which will improve competitiveness considerably.

Soil recovery is a thermal treatment of drill cuttings. In the unit the raw mud cuttings are distilled and separated into oil, water and dried solids. The recovered expensive lube oil can be



reused in drilling operations and the solids can be used in the construction and building industry.

At present Maersk Contractors operates three soil recovery units in Venezuela.

Mercedes cars to KLIA

By Loo Sook Yee

Getting ready to welcome Malaysia's latest and largest airport, the new Kuala Lumpur International Airport (KLIA), a large number of containers began arriving at Westport late last year. The consignee is the contractor appointed to supply Airport Limousines to KLIA which is scheduled to be operational this spring.



A total of 423 x 40′ containers with 846 Mercedes cars arrived via Maersk Line while a parliamentary debate went on as to whether Malaysia should use the national car Proton Perdana instead of imported cars. Mercantile Malaysia, which operates the CFS station in Westport for Maersk, responded to the situation and rented two container yard bays. The containers were subsequently unloaded, much to the relief of everyone. The impressive rows of Mercedes cars speak for themselves.

Eventually, the Malaysian Cabinet decided that KLIA would use 70% Mercedes and 30% Proton Perdana as the official KLIA Limousine. Today, more than 500 Mercedes have been cleared, and Maersk Malaysia is confident that all will be ready before the opening of KLIA.



From the Maersk Line office in Le Port, La Reunion.

Expansion in the Indian Ocean

In December 1997, Maersk Line added La Reunion, a French territory in the Indian Ocean, to its global network. At the same time, Maersk France S.A. opened its seventh agency office in Le Port, where own dedicated Maersk Line staff are ready to serve the customers. The office will ensure fast and reliable customer service through online connection to the Maersk IT network.

The coverage of La Reunion and the opening of a Maersk Line office are closely linked to the introduction of the West France feeder, covering traditional sourcing areas for La Reunion and other francophone Indian Ocean destinations. The main part of La Reunion import cargo originates from France, however the access to the global Maersk Line network also opens up for sourcing in such markets as Asia, India and South America.

La Reunion is connected to the global network of Maersk Line through a direct connection to and from Algeciras on the South Africa string.

Personalia

Esplanaden



40 Years Anniversary
Niels E. Mikkelsen
15 July 1998



40 Years Anniversary
Søren Lauritzen
1 August 1998



40 Years Anniversary
Klaus K. Simonsen
1 August 1998



40 Years Anniversary
Knud Hedemark Nielsen
1 August 1998



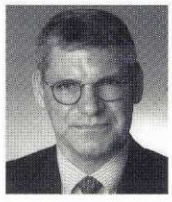
25 Years Anniversary
Søren Jung (Dansk Bentonit)
23 July 1998



25 Years Anniversary
Michael Krogsgaard
23 July 1998



25 Years Anniversary
Henrik Bjørnsen
30 July 1998



25 Years Anniversary
Gregers B. Kudsk
1 August 1998

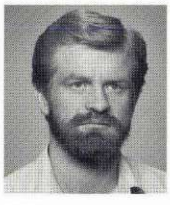


Retiring
Preben Søgaard
12 April 1998

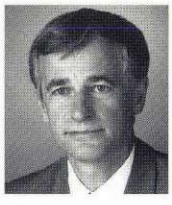


Retiring
Poul Grønkjær Sørensen
30 April 1998

Mærsk Olie og Gas



25 Years Anniversary
Torsten Willy Rytter Kristensen
1 August 1998



25 Years Anniversary
Jørgen Liboriussen
1August 1998



25 Years Anniversary
Vagn Mols Poulsen
1 August 1998



25 Years Anniversary
Hans Peter Jørgensen
1 September 1998

Organisations Abroad



40 Years Anniversary
Mogens H. Lauridsen
Maersk Inc.
1 August 1998



25 Years Anniversary
Allan P. Rosenberg
Moskva
23 July 1998



25 Years Anniversary
Jørgen Theisen Schmidt
Singapore
23 July 1998



25 Years Anniversary
Asger H. Lund
Aberdeen
23 July 1998



25 Years Anniversary
Bent Poulsen
Bermuda
27 August 1998



Retiring
Lee Kam Hai
Maersk Hong Kong
21 June 1998

Maersk Contractors



25 Years Anniversary
Senior Toolpusher
Rickie J. Dupre
28 June 1998

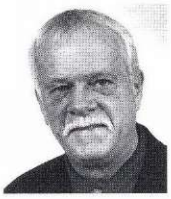


25 Years Anniversary
Towmaster
Hans Henning Villadsen
16 July 1998

The Fleet



25 Years Anniversary
Ship's Assistant
Henry S. Bøgh Henriksen
27 June 1998



25 Years Anniversary
Ship's Assistant
Ib C. Maimburg
17 July 1998



25 Years Anniversary
Captain
Kim M. Wollesen
18 July 1998



25 Years Anniversary
Captain
Per Lindberg
18 July 1998



25 Years Anniversary
Captain
Niels Aage Madsen
18 July 1998



25 Years Anniversary
Captain
Paul Kaule
18. July 1998



25 Years Anniversary
Captain
Finn Kuhn Jensen
18 July 1998



25 Years Anniversary
Captain
Ole B.P. Nielsen
18 July 1998



25 Years Anniversary
Captain
Leif Jørgensen
18 July 1998



25 Years Anniversary
Chief Steward
Henry Bo Kjær
22 July 1998



25 Years Anniversary
Chief Engineer
Henning Larsen
1 August 1998



25 Years Anniversary
First Officer
Hans Jørgen Koch
6 August 1998



25 Years Anniversary
Chief Steward
Aage Peter Hansen
11 August 1998



25 Years Anniversary
Captain
Frank Chr. Heede
7 September 1998



25 Years Anniversary
Chief Engineer
Lars Mentze
14 September 1998



Retiring
Chief Officer
Erik Chr. Baunbæk
10 April 1998



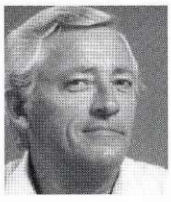
Retiring
Chief Engineer
Einar Clausen
15 July 1998



Retiring
Chief Steward Jens
Dahlerup Hansen
30 July 1998



Retiring
Captain
Jens Rytter
1 August 1998



Retiring
Captain
Svend Hansen
30 September 1998



Retiring
First Officer
Dagbjartur Johansen
30 September 1998

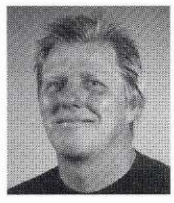


Retiring
Chief Engineer
Asbjørn Kragelund
30 September 1998

Norfolk Line



25 Years Anniversary
Rob L. Stolk
1 September 1998



25 Years Anniversary
Wout Roeleveld
27 September 1998

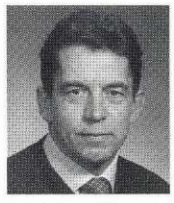
Roulunds



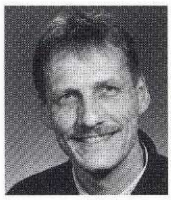
40 Years Anniversary
Hans Egon Knudsen
19 June 1998



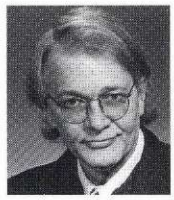
25 Years Anniversary
Kamma Judith Jensen
13 ugust 1998



25 Years Anniversary
Richard Ivan Williams
20 August 1998



25 Years Anniversary
Kurt Dahl Rasmussen
22 August 1998



25 Years Anniversary
Lars Olsson
27 August 1998



25 Years Anniversary
Dorit Frederiksen
12 September 1998

Maersk Medical



25 Years Anniversary
Steen Larsen
10 September 1998



25 Years Anniversary
Remy Cramer
17 September 1998



25 Years Anniversary
Jytte Nielsen
24 September 1998

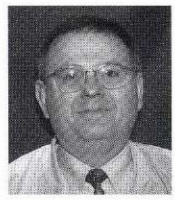
Maersk Air



25 Years Anniversary
Else Fadum Olsen
1 July 1998

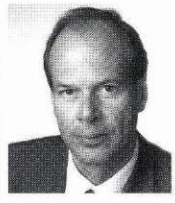


25 Years Anniversary
Lise Hairing Hessellund
6 August 1998



25 Years Anniversary
Ebbe Demant Sparbo
15 August 1998

Mærsk Data



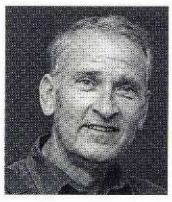
25 Years Anniversary
Flemming Kraik
27 August 1998

Rosti



25 Years Anniversary
Fritz Johansen
O.S. Plastic
3 August 1998

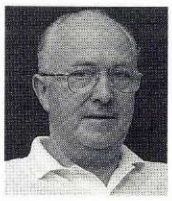
The Yard



40 Years Anniversary
Flemming Søfeldt
7 August 1998



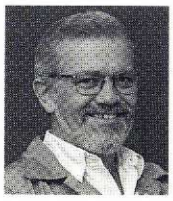
40 Years Anniversary
Niels Peter Christiansen
14 August 1998



40 Years Anniversary
Herman K. Nielsen
14 August 1998



40 Years Anniversary
Mogens Helge Andersen
21 August 1998



25 Years Anniversary
John Sjørslev Christensen
19 June 1998



25 Years Anniversary
Ole Eivind Pedersen
26 June 1998



25 Years Anniversary
Steen Rasmussen
3 July 1998



25 Years Anniversary
Lind Lindhardt Nielsen
3 July 1998



25 Years Anniversary
John Jørgensen
3 July 1998



25 Years Anniversary
Flemming Pedersen
3 July 1998



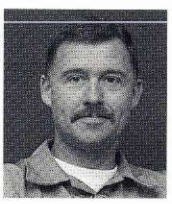
25 Years Anniversary
Peter Mogensen
7 August 1998



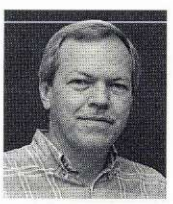
25 Years Anniversary
Birthe Marianne Rita Johansen
7 August 1998



25 Years Anniversary
Kjell Mikal Harr
14 August 1998



25 Years Anniversary
Evan Falslund Andersen
14 August 1998



25 Years Anniversary
Egon Lars Andersen
21 August 1998



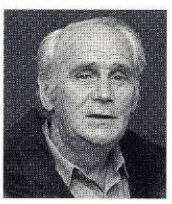
25 Years Anniversary
Jan Bjørn Petersen
21 August 1998



25 Years Anniversary
Allan Gøhns
21 August 1998



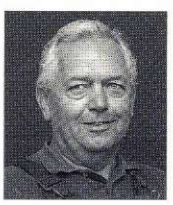
25 Years Anniversary
Peder Due Lillesø
21 August 1998



25 Years Anniversary
Carl Erik Granly Jørgensen
28 August 1998



25 Years Anniversary
Erik Sørensen
28 August 1998



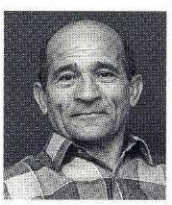
25 Years Anniversary
Bent Henry Larsen
28 August 1998



25 Years Anniversary
Preben Viggo Madsen
4 September 1998



25 Years Anniversary
Søren Steen Hansen
4 September 1998



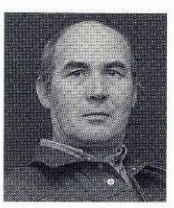
25 Years Anniversary
Ali Koyun
4 September 1998



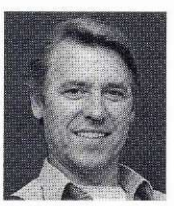
25 Years Anniversary
Søren Michael Nielsen
11 September 1998



25 Years Anniversary
Alf Egebjerg Mortensen
11 September 1998



25 Years Anniversary
Preben Frederiksen
11 September 1998



25 Years Anniversary
Mogens Pilegaard Larsen
11 September 1998

Obituary

The A.P. Moller Group is sorry to announce the following deaths:

Ship's Assistant Arne Jensen
Ex JESPER MÆRSK
15 February 1998

Victor Manuel Rosano
Maersk España
Algeciras
27 February 1998

Electrician
Steen Olivius
Ex MAJESTIC MÆRSK
14 March 1998

Floorhand
Bjørn-Einar Oprann
Ex MAERSK JUTLANDER
21 March 1998

A.P. Sanosi
A.P. Moller (Singapore)
21 March 1998

Ib Baltzer
The Yard
2 April 1998

Aage Hansen
Esplanaden
11 April 1998

Assistant Driller
Terje Johan Tveit
Ex MAERSK JUTLANDER
25 April 1998

Axel Bach
Mærsk Olie og Gas
26 April 1998


MÆRSK